

Message Text

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PAGE 01 STATE 120657
ORIGIN EB-08

INFO OCT-01 EA-10 ISO-00 COME-00 /019 R

DRAFTED BY EB/OA/AVP:JROBERTS:LR
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R 112134Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA

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E.O. 11652: N/A

TAGS: EAIR, IN

SUBJECT: LOCKHEED SALES EFFORT

REF: JAKARTA 6045

1. DEPARTMENT OFFICER SPOKE TO THE LOCKHEED WASHINGTON REPRESENTATIVE WHO SPECIALIZES IN L-100 AIRCRAFT AND POLITELY "DIGGED" HIM FOR LOCKHEED'S SLOW-FOOTED FOLLOW-UP ON A POSSIBLE MULTIMILLION DOLLAR AIRCRAFT SALE. THE WASHINGTON REPRESENTATIVE IMMEDIATELY GOT IN TOUCH WITH HIS COLLEAGUE, R.E. HARRISON, FOR AN EXPLANATION. THE EXPLANATION ABSOLVES LOCKHEED SOMEWHAT.

2. IT SEEMS HARRISON'S TELEX CONTAINED A TYPO. HIS ARRIVAL DATE IS 12 MAY NOT 22 MAY, AND IT WOULD HAVE BEEN SOONER HAD NOT THE NORTHWEST AIRLINE STRIKE RESULTED IN THE SEATS ON EVERY OTHER PACIFIC AIRLINE OVERBOOKED. HARRISON APPARENTLY IS STILL PLANNING TO BE IN JAKARTA ON 12 MAY, BUT BECAUSE OF UPCOMING

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WEEKEND AND NECESSITY TO TRAVEL TO JAKARTA VIA EUROPE, HARRISON'S ETA SHOULD NOW READ "ON OR ABOUT 12 MAY."

3. LOCKHEED IS EMBARRASSED BY THE UNFORTUNATE IMPRESSION THAT THEY HAVE MADE WHICH SUGGESTS THEY ARE NOT INTERESTED IN THIS AIRCRAFT SALES OPPORTUNITY. THEY ARE DEEPLY APPRECIATIVE OF ALL EMBASSY JAKARTA HAS

DONE IN THEIR BEHALF AND WILL NOW TRY TO "GET
THEIR ACT TOGETHER." IN THE EVENT THEY CONTINUE TO
HAVE TROUBLE DOING SO, DEPARTMENT WILL WELCOME ANY
ADDITIONAL INFORMATION EMBASSY MAY OBTAIN CONCERNING
THIS POTENTIAL SALE. VANCE

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Message Attributes

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